

Message Text

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ACTION EUR-12

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TO USDOC WASHDC
INFO AMEMBASSY BUDAPEST
AMEMBASSY BERLIN
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COMMERCE FOR BEWT/TPD

E.O. 11652: N/A
TAGS: BEXP PL
SUBJ: REPORT ON ELECTRICAL ENERGY SYSTEMS TSS, WARSAW, DECEMBER
8-14, 1977

1. DUE TO CANCELLATIONS OF THE FLIGHTS ON WHICH THE TSS DELEGATION WAS SCHEDULED TO ARRIVE ON DECEMBER 8 AND 9, THE GROUP DID NOT ARRIVE IN WARSAW UNTIL THE MORNING OF DECEMBER 10. THE CANCELLATIONS WERE DUE TO BAD WEATHER IN WARSAW ON BOTH DAYS.

2. THE DELAY IN ARRIVAL FORCED THE CANCELLATION OF THE SCHEDULED TRIP TO THE ELECTRICAL GENERATING PLANT AT KOZIENICE (70 KM FROM WARSAW) WHICH HAD BEEN ARRANGED BY THE SEMINAR'S POLISH HOST, THE MINISTRY OF POWER AND ATOMIC ENERGY. IT ALSO RESULTED IN THE DELEGATION'S ABSENCE AT THE RECEPTION HELD THE EVENING OF DECEMBER 9 AT THE HOME OF C/C COUNSELOR ARTHUR SMITH. NEVERTHELESS, THE RECEPTION WAS SUCCESSFUL AND THERE WAS A GOOD TURNOUT OF POLISH GUESTS. SOME PRE-SEMINAR DISCUSSIONS ON LOGISTICS AND SUBSTANTIVE MATTERS WERE HELD, AND SOME VALUABLE NEW CONTACTS WERE MADE BY EMBASSY PERSONNEL.

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3. THE BRIEFING BY THE MINISTRY AND THE TDC WAS HELD AT NOON ON SATURDAY, DECEMBER 10. THE MINISTRY'S BRIEFING WAS A PRESENTATION OF POLAND'S CURRENT ELECTRICAL GENERATING CAPACITY AND FUTURE NEEDS, BOTH OF POWER AND EQUIPMENT. IT WAS ALSO AT THIS MEETING THAT THE POLES LET IT BE KNOWN THEY HAD NO INTEREST NOW, OR IN THE FUTURE, IN GAS TURBINES. EVEN THOUGH THIS MEANT THAT 3 OF THE 4 COMPANIES ON THE MONDAY SEMINAR AGENDA (AVCO, DETROIT

DIESEL, AND SOLAR) WOULD BE OF NO APPARENT INTEREST TO THE POLES, WE DECIDED, NEVERTHELESS, TO STICK WITH THE SCHEDULE AND MAKE THE PRESENTATIONS AS NORMAL. AMONG OTHER REASONS, WE THOUGHT THE ADVANTAGES OF USING GAS TURBINES SHOULD BE KNOWN TO THE POLES, AND THAT PERSUASIVE ARGUMENTS MIGHT EVENTUALLY RESULT IN SALES LEADS.

4. THE MINISTRY'S BRIEFING WAS FOLLOWED BY ANOTHER BY TDC DIRECTOR SCHRAGE AND PROJECT OFFICER KARCZEWSKA. THE REMAINDER OF THE WEEKEND WAS FREE TIME.

5. THE SEMINAR ON DECEMBER 12 AND 13 AT THE HOTEL VICTORIA WAS WELL ATTENDED. THERE WERE 86 REGISTERED POLISH PARTICIPANTS ON MONDAY AND 90 ON TUESDAY. THE ATTENDANCE ON MONDAY WAS PARTICULARLY ENCOURAGING IN VIEW OF THE PREVIOUSLY EXPRESSED LACK OF INTEREST IN GAS TURBINES. ON BOTH DAYS THE SEMINAR WAS OPENED BY THE TDC DIRECTOR, FOLLOWED BY A WELCOME FROM A POLISH CO-CHAIRMAN, AND THEN AN OVERVIEW OF THE US ELECTRICAL ENERGY INDUSTRY BY THE CHAIRMAN OF THE TSS DELEGATION, MR. WILLIAM C. HAYES, EDITOR-IN-CHIEF OF "ELECTRICAL WORLD" MAGAZINE. ON MONDAY, THE POLISH CO-CHAIRMAN WAS DR. WOJCIECH ROSS, DIRECTOR OF THE TECHNICAL DEPARTMENT AT THE MINISTRY. ON TUESDAY, IT WAS MR. ANDRZEJ STRZELECKI, CHIEF SPECIALIST OF THE TECHNICAL DEPARTMENT AT THE MINISTRY. FOLLOWING THE MONDAY PROGRAM, THERE WAS A WELL ATTENDED RECEPTION IN AN ADJOINING ROOM AT THE HOTEL FOR ALL OF THE

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SEMINAR PARTICIPANTS.

6. ON DECEMBER 12, PRESENTATIONS WERE MADE BY AVCO (LYNA COMING DIVISION), DETROIT DIESEL ALLISON, ORION RESEARCH, INC., AND SOLAR,. THE NEXT DAY, PRESENTATIONS WERE MADE BY ITE WORLD TRADE CORPORATION, LTD., MCGRAW-EDISON CO., AND POWER TECHNOLOGIES, INC. THE PRINCIPAL POLISH ORGANIZATIONS REPRESENTED ON THESE DAYS WERE THE MINISTRY OF POWER AND ATOMIC ENERGY, THE INSTITUTE OF POWER INDUSTRY, THE ENERGOPROJECT ASSOCIATION, THE ENERGOPOMIAR ASSOCIATION, THE MEGAT ASSOCIATION, THE MINISTRY OF MACHINE INDUSTRY, THE FTO'S ENERGOPOL, ELEKTRIM, AND METRONEX.

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7. THE RESULTS OF THIS SEMINAR ARE MIXED, BUT UPON DEPARTURE THE BUSINESSMEN EXPRESSED SATISFACTION. MOST OF THEM SAID THEY WOULD RETURN TO FOLLOW UP ON SALES LEADS DEVELOPED. ALTHOUGH GAS TURBINES HAVE NO SHORT-TERM PROSPECTS FOR USE IN POWER SYSTEMS, ACTIVE EXPLORATION OF INDUSTRIAL AND MARINE USE WILL PROCEED. AD BRAAT OF ORION SAID THE SALES POTENTIAL FOR HIS FIRM'S INSTRUMENTS IS EXCELLENT AND THAT A "DEVELOPMENT CONTRACT" WAS PROMISED, ALTHOUGH HE WOULD NOT ELABORATE ON IT. LIONEL BARTHOLD, PRESIDENT OF POWER TECHNOLOGIES, WAS PARTICULARLY PLEASED WITH THE SEMINAR AND SAID HE INTENDED FOR FOLLOW-UP. PAUL GAUGLIONE OF ITE REMARKED THAT THE GOLDD SF6 TECHNOLOGY WAS NOT A GOOD IMMEDIATE SALES PROSPECT, BUT THAT SOME KIND OF A COOPERATIVE VENTURE WAS A REASONABLY GOOD POSSIBILITY. MCGRAW-EDISON DID NOT SEE ANY GOOD PROSPECTS FOR ITS RECLOSURES, ALTHOUGH JOH GLOCKNER INDICATED HE MIGHT RETURN IN APRIL.

8. ESCORT OFFICER GARY ROBERTSON REQUESTS THAT THE PRECEDING INFORMATION NOT BE MADE PUBLIC FOR THE TIME BEING.

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9. THROUGHOUT THE VISIT OF THE TSS THE POLES OFFERED EXCELLENT SUPPORT AND A GOOD AUDIENCE. THEY EXPRESSED A STRONG INTEREST IN THE SEMINAR. THE FACILITIES AT THE HOTEL VICTORIA PROVED, AS USUAL, TO BE VERY GOOD.

10. PROBLEMS RELATED TO THE BUDGET FOR THIS SEMINAR ARE BEING REPORTED SEPARATELY AS SOON AS THEY ARE RESOLVED AND BILLS PAID, A FINAL BUDGET REPORT WILL BE SENT.

11. COMMENT: DESPITE A ROCKY BEGINNING, THE SEMINAR APPEARS TO HAVE BEEN WORTHWHILE. HOWEVER, THIS EXPERIENCE ALSO UNDERLINES THE IMPORTANCE OF ALLOWING AN EXTRA TRAVEL DAY AT THIS TIME FOR THE YEAR FOR DELAYS WHICH COMMONLY RESULT FROM BAD WEATHER. CONSIDERATION SHOULD BE GIVEN TO GREATER USE OF TRAINS. (THE TSS LEFT BY TRAIN TO BERLIN.) FURTHERMORE, MORE TIME AFTER THE CONCLUSION OF A SEMINAR SHOULD BE ALLOWED FOR APPOINTMENTS. THE POLES HAVE OFTEN TOLD US THEY ARE RELUCTANT TO SCHEDULE APPOINTMENTS UNTIL THESE SEMINARS ARE OVER. IN THE CASE OF THIS ONE, THERE WAS VIRTUALLY NO TIME FOR APPOINTMENTS AND, AS A RESULT, VERY FEW MEANINGFUL MEETINGS COULD BE SCHEDULED DURING THE VISIT. FINALLY, AS MUCH ATTENTION AS POSSIBLE SHOULD BE GIVEN TO ENSURING THAT ALL TSS MEMBERS HAVE THEIR VISAS WELL IN ADVANCE. THIS IS THE SECOND WARSAW TSS IN A ROW IN WHICH TWO MEMBERS OF THE DELEGATION DID NOT HAVE VISAS FOR THE NEXT STOP WHEN THEY ARRIVED.
DAVIES

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